

U.S. Army Corps of Engineers Multiple Environmental Government Acquisition “MEGA”

An Acquisition Strategy for NWD, SWD, and SPD

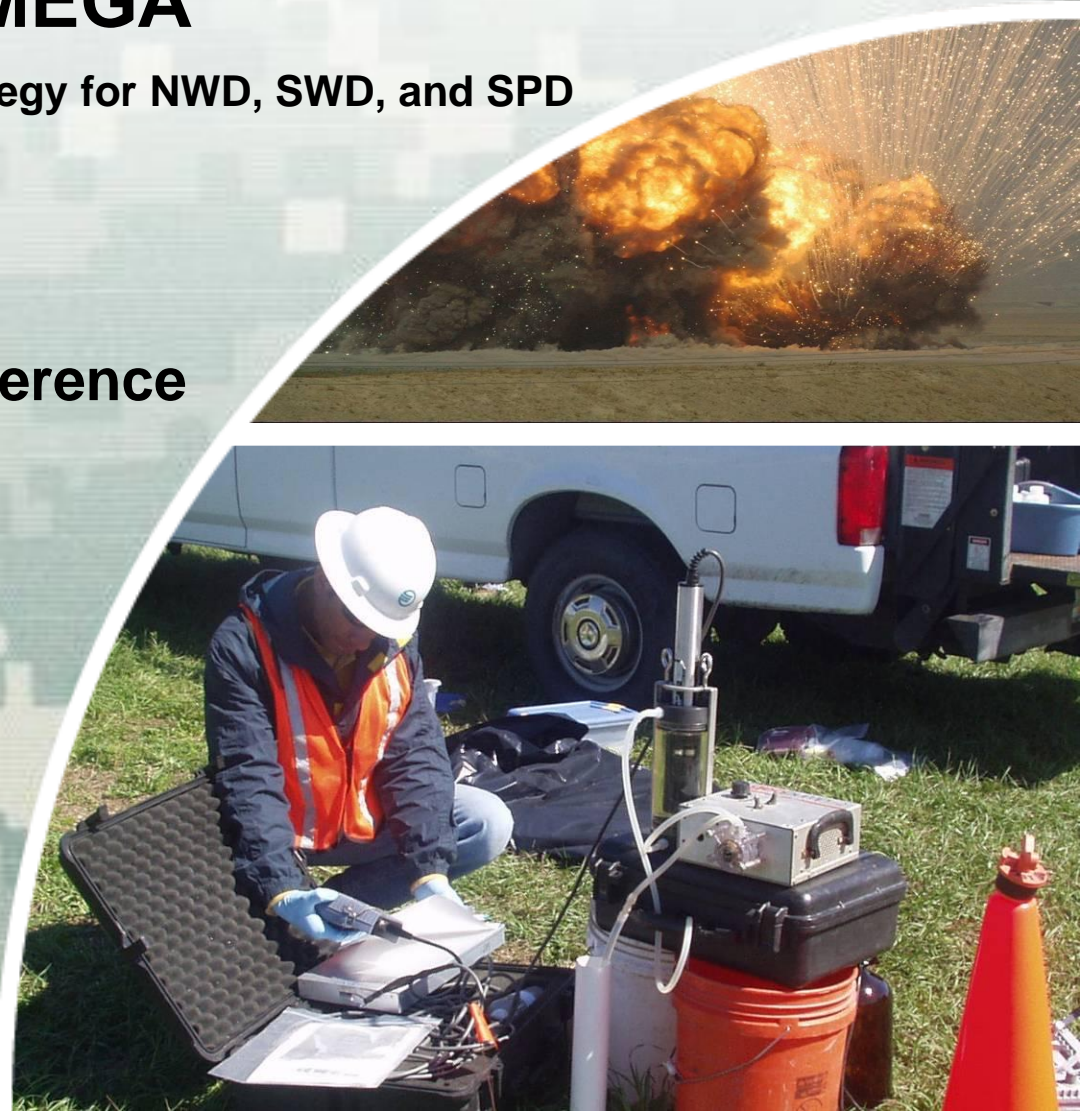
MEGA Pre-Solicitation Conference

6 January 2011



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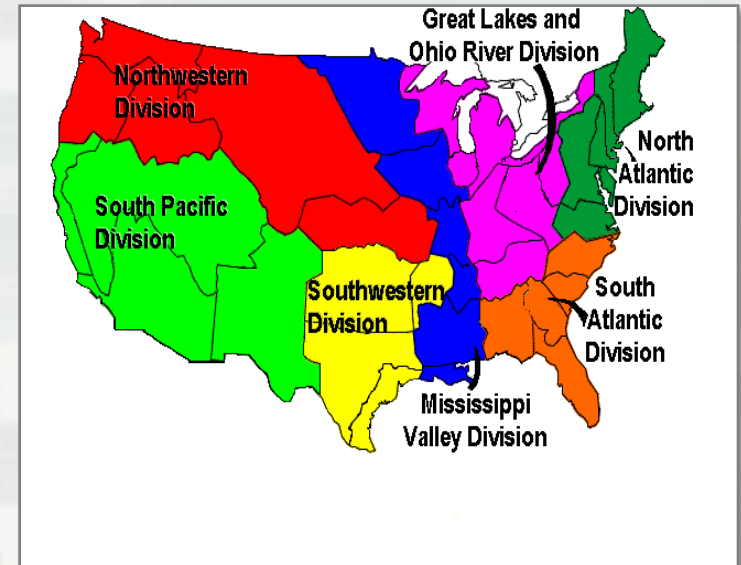
Purpose

To present the U. S. Army Corps of Engineers, Northwestern, Southwestern, and South Pacific Divisions' Acquisition Strategy for the Multiple Environmental Government Acquisition (MEGA) to potentially interested contractors.



MEGA Participants

- The 3 USACE Divisions involved in the MEGA are:
 - ▶ Northwestern Division (NWD)
 - Omaha
 - Kansas City
 - Seattle
 - ▶ Southwestern Division (SWD)
 - Tulsa
 - Fort Worth
 - ▶ South Pacific Division (SPD)
 - Sacramento
 - Albuquerque
 - Los Angeles



MEGA PDT Introductions

Albuquerque District – Erica Talley, Mike Goodrich

Fort Worth District – David Bowersock, Ginger Booher

Kansas City District – Natalee Tillman, Shelley Thomas, Julia
Kisser, Arthur Saulsberry

Los Angeles District - Patricia Bonilla

Omaha District - John Jacobson, Leigh Ann Lucas, Stan
Tracey, Loreen Blume, Randy Petersen, Linda White,
Hubert Carter, Jr.

Sacramento District – Chris Prescott

Seattle District – Bonnie Kirmse

Tulsa District – Bob Thurman, Ken Kebbell, Brenda Anderson



MEGA Misconceptions

**One MATOC Vehicle
Full and Open
For Nationwide Use**



**One MATOC Vehicle
Small Business
For Nationwide Use**



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What is the MEGA?



The MEGA Strategy will provide a “parking lot” with approximately 474 contract “vehicles” to enable USACE to meet the environmental mission. Contract vehicles will be pulled from the fleet and put into service as needed.



MEGA Mission

- **Mission** – To build an enterprise strategic approach for executing programs for our environmental customers
 - ▶ Eliminate redundancy - Reduce overall costs of doing business
 - ▶ Demonstrate commitment to small businesses
 - ▶ Provide maximum flexibility to meet customers' needs



Year in Review

- Conduct Market Research Nov 2009
- Industry Exchange Forum 11 Jan 2010
- MEGA PDT developed Strategy On-going process
- Briefed PARC-DAL 6-7 Apr 2010
- Strategy approved by PARC-DAL 20 May 2010
- Briefed Dir, SB Programs, DA 29 Jun 2010
- Brief DASA(P) / ASSP and Pre-approval 18 Nov 2010
- Conduct Pre-Solicitation Conference 6 Jan 2011



MEGA Supports USACE Environmental Mission

- USACE supports or manages numerous environmental initiatives:
 - ▶ Defense Environmental Restoration Program (DERP)
 - Supports Air Force, Army and Formerly Used Defense Sites
 - ▶ Military Munitions Response Program (MMRP)
 - ▶ Support to Environmental Protection Agency (EPA) – Superfund and Brownfields programs
 - ▶ Formerly Utilized Sites Remedial Action Programs (FUSRAP)
 - ▶ Environmental Quality (EQ) programs
 - ▶ Other environmental related regulatory programs



MEGA Overview

- Required Contract Services:
 - ▶ Environmental Remediation Services
 - ▶ Military Munitions Response Program
 - ▶ Pre-Placed Remedial Action Contracts
 - ▶ A-E Services
 - ▶ Environmental Consulting Services



MEGA Overview

- \$7.07 Billion MEGA based on projected future workload
- Solicitations and contract awards will be staggered over a 5-year period
- All contracts will have a 3-year base period and a 2-year option period
- Firm Fixed Price / Cost Reimbursable Performance Based task orders
- Work to be performed in the U.S. and U.S. territories in support of NWD, SWD and SPD customers
- 61% set-aside for Small Business



THE MEGA

What's in it for me?

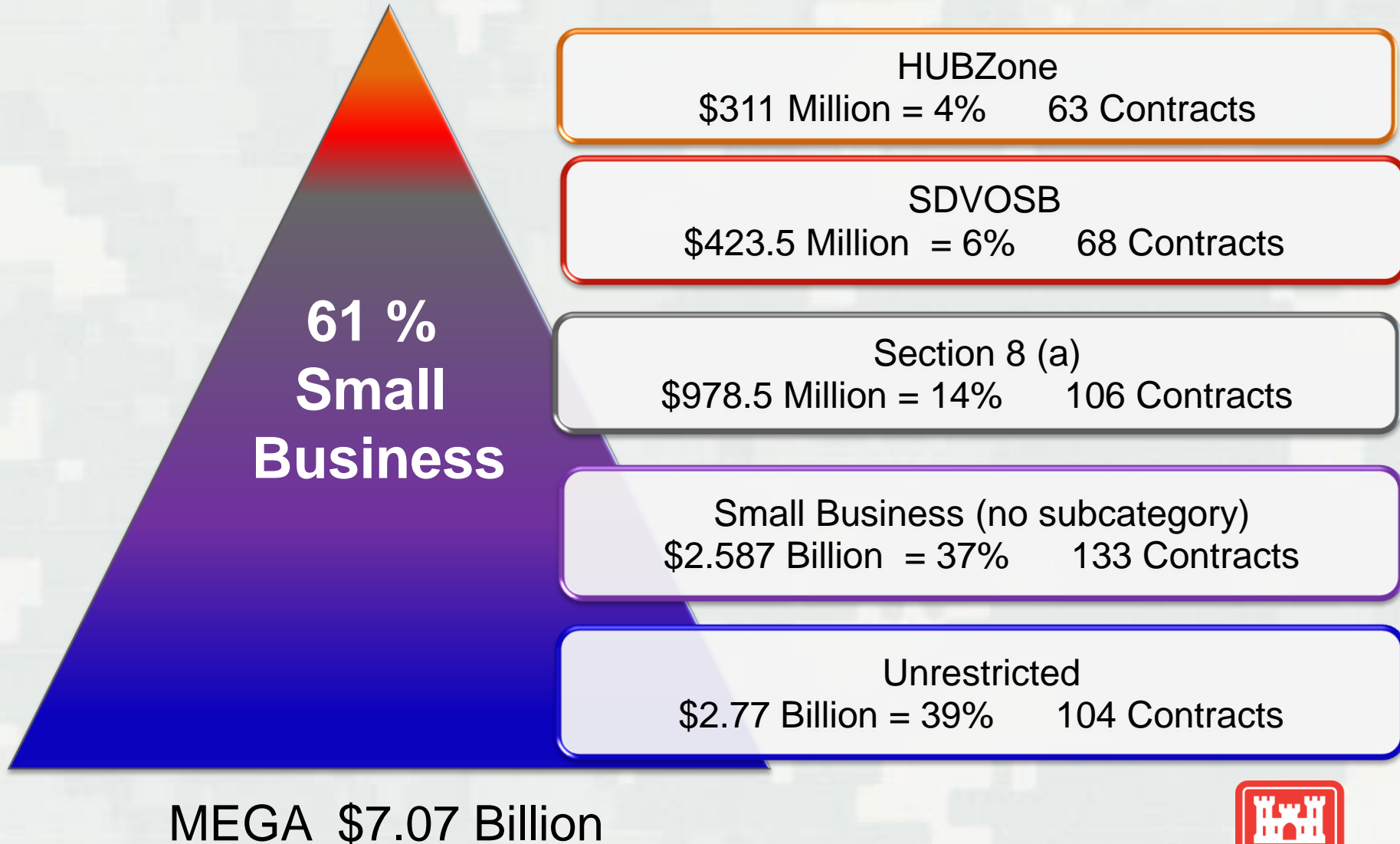
MEGA Strategy when fully executed:

- ▶ 95 MATOCs Pools
 - 447 Contracts within the 95 MATOC pools
- ▶ 27 Brooks-Act A-E contracts

A Total of 474 Contracts may be Awarded



MEGA Dealerships



Market Research

- Strong response from Small Business during initial Market Research
- WOSB set-aside effective Feb 2011
- Market research will be re-validated
- Re-alignment of small business categories may be made if market research validates need



MEGA by NAICS Codes

- **ERS - NAICS 562910**
 - ▶ ERS Nationwide
 - ▶ ERS Regional
 - ▶ MMRP
 - ▶ Pre-Placed Remedial Action (PRAC)
- A-E Services - NAICS 541330
- Environmental Consulting - NAICS 541620



Nationwide ERS

- ▶ \$2 Billion
- ▶ 13 MATOC Pools
- ▶ 5 Contracts per MATOC pool
- ▶ Firm Fixed Price / Cost Reimbursable
- ▶ Omaha District will issue solicitation and award contracts
- ▶ Source Selection Evaluation Board will include representatives from other Divisions / Districts
- ▶ W9128F-11-R-0002 will be Small Business



Nationwide ERS Contracts

8(a)

Total \$300M

- 2 - \$35M MATOCs without MMRP
- 2 - \$40M MATOCs with MMRP
- 3 - \$50M MATOCs, MMRP requirement TBD

Small

Total \$900M

- 2 - \$250M MATOCs with MMRP
- 2 - \$200M MATOCs with MMRP

Unrestricted

Total \$800M

- 1 - \$400M MATOC with MMRP
- 1 - \$400M MATOC with MMRP

Summary: \$2B - 13 MATOC Pools - 65 Contracts



Regional Military Munitions Response Program (MMRP)

- ▶ \$750M
- ▶ 4 MATOC Pools
- ▶ 5 Contracts per MATOC pool
- ▶ FFP / CR
- ▶ Omaha District will issue solicitation and award contracts
- ▶ Current requirements are utilizing existing MMRP at a higher rate than anticipated. The first MMRP may be issued late FY11 or early FY12.



Regional MMRP Contracts

SDVOSB
Total \$112.5 M

- 1 - \$112.5M MATOC

8(a)
Total \$112.5 M

- 1 - \$112.5M MATOC

Small
Total \$150 M

- 1 - \$150M MATOC

Unrestricted
Total \$375M

- 1 - \$375M MATOC

Summary: \$750M - 4 MATOC Pools – 20 Contracts



Regional ERS

- ▶ \$2 Billion
- ▶ 44 MATOC Pools
 - 22 NWD issued MATOC pools
 - 10 SWD issued MATOC pools
 - 12 SPD issued MATOC pools
- ▶ 5 Contracts per MATOC pool
- ▶ HUBZone and SDVOSB Firm Fixed Price
- ▶ 8(a), Small and Unrestricted – FFP / CR



Regional ERS Contracts

SDVOSB
Total \$200 M

- 4 - \$30M MATOC NWD
- 2 - \$15M MATOC SWD
- 2 - \$25M MATOC SPD

HUBZone
Total \$200 M

- 4 - \$30M MATOC NWD
- 2 - \$15M MATOC SWD
- 2 - \$25M MATOC SPD

8(a)
Total \$200 M

- 4 - \$30M MATOC NWD
- 2 - \$15M MATOC SWD
- 2 - \$25M MATOC SPD

Small
Total \$600 M

- 6 - \$60M MATOC NWD
- 2 - \$45M MATOC SWD
- 2 - \$75M MATOC SPD

Unrestricted
Total \$800 M

- 4 - \$120M MATOC NWD
- 2 - \$60M MATOC SWD
- 4 - \$50M MATOC SPD



Summary: \$2B - 44 MATOC Pools 21 220 Contracts

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Regional ERS Contracts

- Procurement initiated by a specific MEGA District who will serve as the Contracting Officer
- Contract capacity may be shared within the respective Division to meet requirements of customers
- Anticipate requirements for FY11 include:
 - ▶ NWD – SB w/o MMRP



Pre-Placed Remedial Action Services (PRAC)

- ▶ \$1.5 Billion
- ▶ 20 MATOC Pools – 5 Contracts per pool
- ▶ HUBZone and SDVOSB Firm Fixed Price
- ▶ 8(a), Small and Unrestricted – FFP/CR
- ▶ Kansas City District will issue solicitation and award contracts
- ▶ Current capacity indicates PRAC contracts may not be required until FY13



Regional PRAC Contracts

SDVOSB
Total \$45 M

- 2 - \$22.5M MATOCs

HUBZone
Total \$45 M

- 2 - \$22.5 M MATOCs

8(a)
Total \$150 M

- 2 - \$75 M MATOCs

Small
Total \$705 M

- 8 - \$88.125M MATOCs

Unrestricted
Total \$555 M

- 6 - \$92.5M MATOCs



Summary: \$1.5B - 20 MATOC Pools²⁴ 100 Contracts

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MEGA by NAICS Codes

- ERS - NAICS 562910
 - ▶ ERS Nationwide
 - ▶ ERS Regional
 - ▶ MMRP
 - ▶ Pre-Placed Remedial Action (PRAC)
- **A-E Services - NAICS 541330**
- Environmental Consulting - NAICS 541620



Regional Brooks Act A-E Services

- ▶ \$320 Million
- ▶ 27 Brooks Act Contracts
- ▶ HUBZone and SDVOSB Firm Fixed Price
- ▶ 8(a), Small and Unrestricted – FFP/CR
- ▶ Kansas City District will issue solicitation and award contracts



Regional Brooks Act A-E - 541330

Small Business Size Standard is \$4.5M

SDVOSB Total \$16 M	<ul style="list-style-type: none">• \$10M shared between 2 contractors• \$6M shared between 2 contractors
HUBZone Total \$16 M	<ul style="list-style-type: none">• \$10M shared between 2 contractors• \$6M shared between 2 contractors
8(a) Total \$16 M	<ul style="list-style-type: none">• \$10M shared between 2 contractors• \$6M shared between 2 contractors
Small Total \$32 M	<ul style="list-style-type: none">• \$20M shared between 3 contractors• \$12M shared between 3 contractors
Unrestricted Total \$240 M	<ul style="list-style-type: none">• \$150M shared between 5 contractors• \$90M shared between 4 contractors



Summary: \$320M – 27 Contracts

MEGA by NAICS Codes

- ERS - NAICS 562910
 - ▶ ERS Nationwide
 - ▶ ERS Regional
 - ▶ MMRP
 - ▶ Pre-Placed Remedial Action (PRAC)
- A-E Services - NAICS 541330
- **Environmental Consulting - NAICS 541620**



Regional Environmental Consulting Services - 541620

- ▶ \$500 Million
- ▶ 14 MATOC Pools
 - 6 NWD issued MATOC pools
 - 4 SWD issued MATOC pools
 - 4 SPD issued MATOC pools
- ▶ 3 contracts per MATOC pool
- ▶ HUBZone and SDVOSB Firm Fixed Price
- ▶ 8(a) and Small – FFP/CR



Business Arrangements 541620

Regional Environmental Consulting

SDVOSB
Total \$ 50 M

- 1- \$30M MATOC NWD
- 1 - \$7.5M MATOC SWD
- 1 - \$12.5M MATOC SPD

HUBZone
Total \$50 M

- 1 - \$30 M MATOC NWD
- 1 - \$7.5M MATOC SWD
- 1 - \$12.5M MATOC SPD

8(a)
Total \$200 M

- 2 - \$60M MATOC NWD
- 1 - \$30M MATOC SWD
- 1 - \$50M MATOC SPD

Small
Total \$200 M

- 2 - \$60M MATOC NWD
- 1 - \$30M MATOC SWD
- 1 - \$50M MATOC SPD



Summary: \$500M - 14 MATOC Pools²⁰- 42 Contracts

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Solicitations

- All MEGA Request for Proposals (RFP) will be posted at FedBizOpps
- Most solicitations will have 45 days to respond to RFP
- Respond to requirements of the RFP



Source Selection Process - MATOCs

- Conducted IAW Army Source Selection Manual
- Appointment of the SSA at the appropriate level
- SSEB evaluates proposals
- Conduct discussions, if necessary
- SSEB briefs SSA who makes the final source selection decision
- Contract award



Source Selection Process - MATOCs

- The evaluation criteria for a typical solicitation will include:
 - Factor 1: Technical Requirements (Experience, Key Management Personnel, Organization Structure)
 - Factor 2: Performance Risk / Past Performance
 - Factor 3: Corporate Technical Plans, Practices and Procedures
 - Factor 4: Small Business Participation Plan (Large and Small Business)
(Applies to Unrestricted solicitations only)
 - Factor 5: Cost / Price (Sample task/negotiated labor rates)
 - ▶ Small Business Subcontracting Plan (applies to large business only and will be evaluated on a pass / fail basis)
- Basis of Award – Best Value (Trade-off)



Doing Work with USACE

- UFP QAPP
 - ▶ Uniform Federal Policy Quality Assurance Project Plan
 - ▶ Required for all DERP funded projects
- ELAP accredited laboratory
 - ▶ Follows DOD QSM 4.2
 - ▶ ADR.NET software validation package
 - ▶ SEDD Data packages (minimum 2A)



Small Business Participation Goals

Small Business Category	Percentage of Total Contract Dollars
SB	10.0%
8(a)	3.0%
WOSB	1.0%
HUBZone	1.0%
VOSB	1.0%
SDVOSB	1.0%

Note: These are USACE desired minimum goals



Past Performance Questionnaires

- PPQs will be requested
- Looking for recommendation to streamline process
 - ▶ Considering www.surveymonkey.com



Competition at the Task Order Level

- Contractors in a MATOC pool will be afforded a fair opportunity to be considered for each Task Order exceeding \$3,000 IAW FAR 16.505(b)
- Utilization of a specific MATOC pool for a task order will be based on:
 - ▶ Awarding Districts utilizing a Project Acquisition Strategy Board review/approval process
 - ▶ Maximizing utilization of small businesses
 - ▶ Size, location and complexity of the project
- Statutory multiple award preference does not apply to A-E contracts IAW FAR 16.500



Source Selection Process

A-E Contracts

- Conducted IAW the Brooks Act and FAR Part 36.6 for Architect-Engineer Services requirements
- FedBizOpps announcement requesting submission of SF 330 providing contractor qualifications
- Selection board convened for ranking firms
- Negotiate labor rates
- Basis of Award: Successful negotiations with most highly qualified firms



Major Milestones

- DASA(P) Approval TBD
- Brief DPAP / Acquisition of Svc's Review TBD
- PARC Approval of Acquisition Plan TBD
- ASFI/FedBizOpps Posting 2nd Qtr FY11
- Issue First Solicitation 2nd Qtr FY11
 - ▶ Small Business Nationwide with MMRP
- Proposals Due 45 days after
- Anticipated First MATOC Award(s) 3rd Qtr Fy11



Anticipated Solicitations FY11

- SB ERS Nationwide w/ MMRP, \$250M
(reference W9128F-11-R-0002)
- SB ERS NWD Regional w/o MMRP, \$60M
- 8(a) ERS Nationwide w/o MMRP, \$35M
- Unrestricted ERS Nationwide, \$400M
- A-E Regional Services Contracts, Total \$200M
 - ▶ \$150M Unrestricted
 - ▶ \$20M Small Business
 - ▶ \$10M 8(a)
 - ▶ \$10M HUB Zone
 - ▶ \$10M SDVOSB



Anticipated Solicitations FY12

- NWD Regional
 - ▶ SB Environmental Consulting, \$60M
 - ▶ 8(a) Environmental Consulting, \$60M
 - ▶ SB MMRP, \$150M (may move to FY11)
- SPD still to be determined
- SWD still to be determined



MEGA Management Plan

- MEGA Strategy Management Plan will:
 - ▶ Outline communication plan and coordination between the MEGA Districts
 - ▶ Outline contract execution, capacity sharing, task order execution, reporting responsibilities, and contract administration procedures
 - ▶ Outline small business subcontracting reporting requirements for submittal to DA, Office of Small Business, as requested
 - ▶ Monitor utilization of contract vehicles by Districts and Divisions
 - ▶ Assure proper oversight/management of overall strategy
 - ▶ Assure proper management of contract capacities



Summary

- The MEGA strategy
 - ▶ Provides necessary capability to meet USACE Environmental mission requirements
 - ▶ Meets strategic sourcing enterprise objectives
 - ▶ Achieves Secretary of Defense Efficiencies Initiative intent
 - ▶ Provides unprecedented opportunities for small business
 - ▶ Pre-approval received from Deputy Assistant Secretary of the Army – Procurement (DASA-P)



Points of Contact

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